

Hig. 1

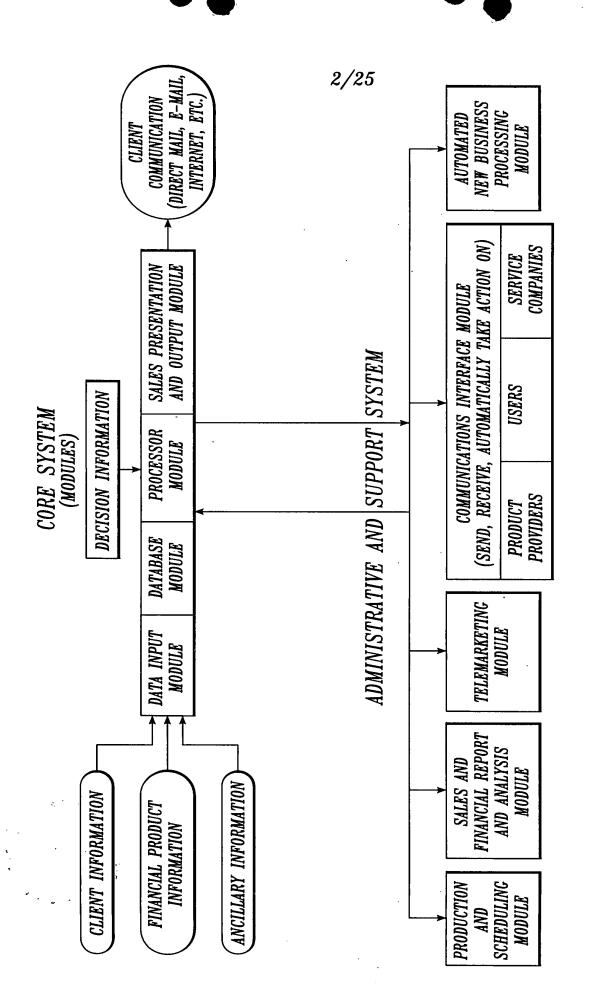


Fig. 2

MAIN MENU

DATA INPUT MODULE

PRODUCTION AND SCHEDULING MODULE

PROCESSOR MODULE

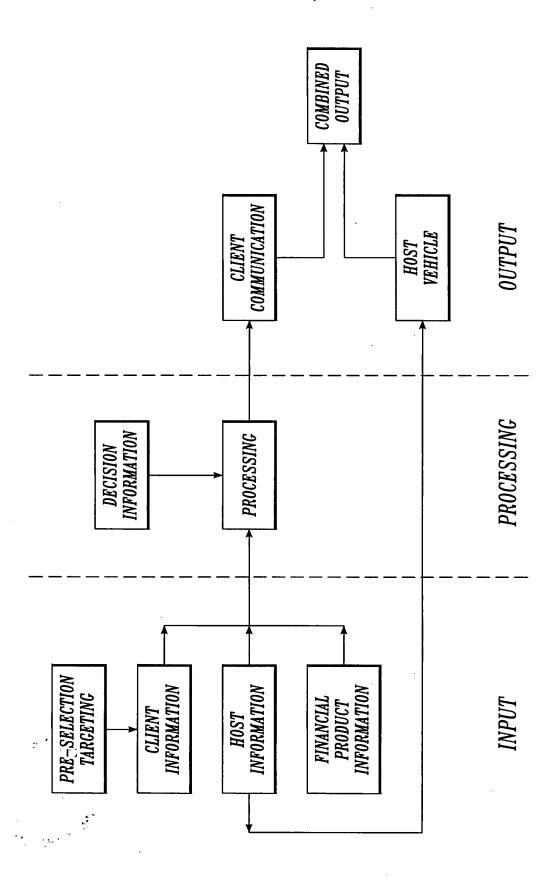
SALES RESULT MODULE

SALES PRESENTATION AND OUTPUT MODULE

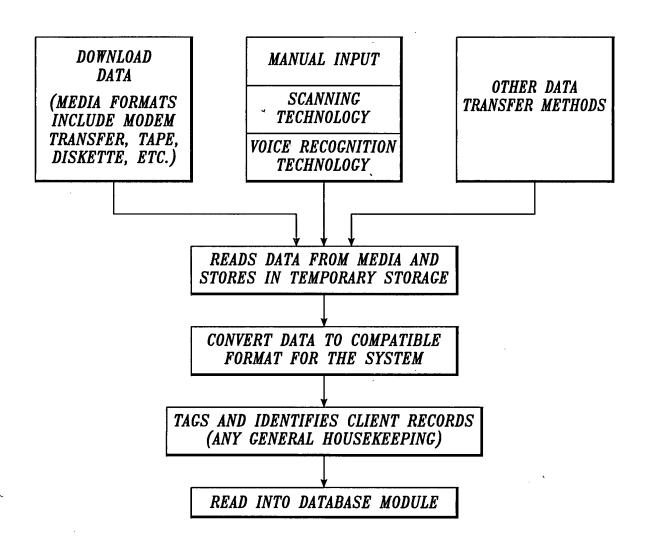
COMMUNICATION AND INTERFACE MODULE

TELEMARKETING MODULE

NEW BUSINESS MODULE



DATA INPUT MODULE



| FIG. 6A(1) | FIG. 6A(2) | FIG. 6A(3) |
|------------|------------|------------|
| | | |

Fig. 6A

| | 7/25 | | · |
|--|-------------------------------|------------------------------|------------|
| Fig. 6A(1) | POLIC | TY . | |
| | POLICYNUMBER | CHAR(25) | |
| | CID | CHAR(20) | i |
| | → RELATION | INT `´ | |
| | INSUREDLNAME | CHAR(30) | |
| POLICYNUMBER = POLICYNUMBER | INSUREDFNAME | CHAR(30) | |
| | CLIENTNAME | CHAR(10) | |
| | POLICYSTATUS | CHAR(10) | |
| <i>UNDERWRITING</i> | <i>PLANNAME</i> | CHAR(10) | |
| POLICYNUMBER CHAR(25) | FACEAMOUNT | NUMERIC(15,2) | ŀ |
| CID CHAR(20) | MODALPREMIUM | NUMERIC(10,2) | |
| REQUIRECODE CHAR(5) | <i>TARGETPREMIUM</i> | NUMERIC(10,2) | |
| DATEORDERED DATETIME | PAYMENTMODE . | INT | |
| DATECOMPLETED DATETIME | CASHVALUE | NUMERIC(10,2) | |
| | SURRENDERCHARGE | DATETIME | ļ |
| | DATERECEIVED | DATETIME | Ī |
| | DATESUBMITTED | DATETIME | |
| | DATEISSUED | DATETIME | |
| REQUIRECODE = REQUIRECODE | DATEPLACED | DATETIME | |
| | DATELAPSED | DATETIME | |
| | DATEFALLOFF | DATETIME | |
| | FALLOFFREASON | CHAR(15) | Ì |
| REQUIRECODE | POLICYDATE | DATETIME | |
| REQUIRECODE CHAR(5) | AGENTNUMBER | CHAR(10) | |
| DESCRIPTION CHAR(30) | PROGRAMNUMBER | INT | |
| DESCRIPTION CHARGOO) | ISSUEAGE | INT | |
| | FRATE | NUMERIC(4,2) | |
| | RRATE | NUMERIC(4,2) | |
| | BRATE | NUMERIC(4,2) | |
| | COMMROLLOVER | NUMERIC(12,2) | |
| | NONCOMMROLLOVER | NUMERIC(12,2) | |
| DIAMMANE DIAMMANE | REPLACEPOLNUM1 | CHAR(25) | |
| PLANNAME = PLANNAME | REPLACEPOLNUM2 | CHAR(25) | Ī |
| PRODUCT | REPLACEPOLNUM3 | CHAR(25) | |
| | FIRSTYEARSPLIT1 RENEWALSPLIT1 | NUMERIC(4,2) NUMERIC(4,2) | Ì |
| PLANNAME CHAR(10) | | 1 | |
| COMPANYNAME CHAR(25) POLICYTYPE CHAR(15) | FIRSTYEARSPLIT2 RENEWALSPLIT2 | NUMERIC(4,2) NUMERIC(4,2) | · |
| POLICYTYPE CHAR(15) FRATE NUMERIC(4,2) | PREMIUM | NUMERIC(4,2) | TO |
| RRATE NUMERIC(4,2) RRATE NUMERIC(4,2) | INBILIUM | HUMBINIC (10,2) | FIG.6A |
| BRATE NUMERIC(4,2) | | | |
| DIMIE NUMERIC(4,2) | | Y | CID = CII |
| <i>6</i> ★ | * | | |
| | P | PLANNAME = SO | DLDPRODUC' |
| * ** | | | |

PROGRAMNUMBER = PROGRAMNUMBER

Fig. 6A(2)

| | CLIENT | | Ī | | | T |
|-----------|--|-----------------|--------------|----------------------------|----------------------------|----------------|
| | CID | CHAR(20) | İ | LO |)G |] |
| | CLIENTNAME | CHAR(10) | CID = CID | LOGNUMBER | <u>INT</u> | |
| | LNAME | CHAR(15) | ▼ | CID | <u>CHA</u> R(20) | |
| | FNAME | CHAR(15) | | LOGDATE | DATETIME | |
| | BIRTHDATE | DATETIME | | USERNAME | CHAR(10) | |
| | SEX | CHAR(1) | | ACTION | CHAR(200) | |
| | SMOKER | CHAR(1) | | | | 1 |
| | SSN | CHAR(11) | | | | |
| | SPOUSELNAME | CHAR(15) | | | | ī |
| | SPOUSEFNAME | CHAR(15) | | BADI | DATA | 1 |
| | SPOUSEBIRTHDATE | DATETIME | CID = CID | <u>CID</u> | <u>CHAR(20)</u> | |
| | SPOUSESEX | CHAR(1) | - | REASON | CHAR(30) | |
| | SPOUSESMOKER | CHAR(1) | | TIMESTAMP | TIMESTAMP | |
| | SPOUSESSN | CHAR(11) | | | | |
| | ADR1 | CHAR(30) | | | | TO |
| | ADR2 | CHAR(30) | | | | FIG.6A(3) |
| | CITY | CHAR(20) | | | | CID = CID |
| | STATE | CHAR(2) | — | | | CID - CID |
| | ZIP | CHAR(10) | — | | | ····· |
| | HOMEPHONE | CHAR(14) | | | | |
| | WORKPHONE | CHAR(24) | | STA | TUS | |
| | SETNAME | CHAR(15) | CID = CID | CID | CHAR(20) | azn I |
| | BADADDRESS | CHAR(1) | ₹ | STATUS1 | $\frac{CHAR(20)}{CHAR(2)}$ | CID |
| | LASTSMOKE | CHAR(20) | | STATUS2 | CHAR(2) | l |
| | BESTTIME | CHAR(20) | | STATUS3 | CHAR(2) | 1 |
| | DESTINE | | | STATUS4 | CHAR(2) | |
| | ^ | | | STATUS5 | CHAR(2) | ' |
| | | | | CLIENTNAME | CHAR(10) | |
| | | Y | : | SETNAME | CHAR(10) | |
| | | | | | 022220(1.0) | |
| | | | | | | |
| | | | | | | |
| | | | | | | 1 |
| $T\Omega$ | 7. T. 1 | | | | | |
| | G.6A(1) | | | | | |
| 1 | | | | SALEP | ROGRAM | - 1 |
| ' '1 | CID = CID | | | PROGRAMNUM | | |
| : — | | | | PROGRAMINUM PROGRAMTYPI | | ' |
| | PLANNAME = SOLDPI | RODUCT | | CLIENTNAME | | ١ . ا |
| | | | | PROGRAMNAM. | CHAR(10 | |
| 1 | PROGRAMNUMBER = | PROCRAMN | TIMRER | MEMO | | |
| | A TAN O I MINISTER IN THE PROPERTY OF THE PROP | 1 IIV OI MINIII | | MEMU | CHAR(30 | <u>/</u> |
| ı | | • | · | | | I |
| | | | | | | |

Fig. 6A(3)

| | QUOT | E |
|-----------------------|--------------------------|-----------------|
| | QUOTENUMBER | CHAR(20) |
| | CID | CHAR(20) |
| | PROGRAMNUMBEI | R INT |
| | RELATION | INT |
| | WAVE | INT |
| | DATEFIRST | DATETIME |
| | DATESECOND | DATETIME |
| | DATEFINAL | DATETIME |
| | DATECALC | DATETIME |
| | AGEBASED | CHAR(7) |
| | RESULTLETTER | CHAR(10) |
| | RESULTDATE | DATETIME |
| TO | RESULTCODE | CHAR(10) |
| FIG.6A(2) | SOLDPRODUCT | CHAR(10) |
| $\mid CID = CID \mid$ | SOLDTARGET | NUMERIC(10,2) |
| | SOLDPREMIUM | NUMERIC(10,2) |
| <u> </u> | PAYMODE | INT |
| | LETTERVERSION | CHAR(10) |
| 1 | HOWMANYMED GETWANE | INT |
| CID | SETNAME | CHAR(10) |
| | APPFORM ACCIDENTRIDER | CHAR(10) INT |
| | CHILDRIDER CHILDRIDER | INT |
| | WPRIDER | INT |
| 1 | WFRIDER RIDER4 | INT |
| 1 | NIDENA | 11/1 |
| | | |
| 1 | | Ţ |
| 1 | - | V |
| | | 1 |
| 1 | ↓ | |
| | Y | |
| , I. | | |
| 1 | | |
| | | |
| PROGRAMNUM | ARER | |
| = PROGRAMN | | |
| | | |

| | DEMOGRAPHIC | | |
|---|--------------------|---------------|--|
| | CID | CHAR(20) | |
| | INCOME1 | INT | |
| l | INCOME2 | INT | |
| l | <i>LOANNUMBER</i> | CHAR(20) | |
| | <i>LOANAMOUNT</i> | NUMERIC(15,2) | |
| | <i>LOANPAYMENT</i> | NUMERIC(10,2) | |
| | <i>LOANTYPE</i> | CHAR(10) | |
| | <i>LOANDATE</i> | DATETIME | |
| | LOANINTERESTRATE | NUMERIC(4,2) | |
| | LOANTERM | INT | |
| l | <i>LOANMODE</i> | INT | |
| ŀ | ACCOUNTNUMBER | CHAR(20) | |
| | HHNUMBER | CHAR(12) | |
| | ACCOUNTTYPE | CHAR(10) | |
| | BANKNUM | CHAR(5) | |
| | BRANCHNUM | CHAR(5) | |
| 1 | BUSINESS | CHAR(1) | |
| ١ | BDAYTYPE | CHAR(1) | |
| l | TRWMATCH | CHAR(1) | |
| ١ | ADRVERIFY | CHAR(1) | |
| l | DWELLINGCODE | CHAR(1) | |
| ١ | LENRES | INT | |
| ١ | CENSUSHHINC | INT | |
| | CENSUSEDUC | INT | |
| I | CENSUSHOME | INT | |
| l | CENSUSCHILDREN | | |
| ١ | CENSUSOWNEROC | INT | |
| l | CENSUSRENT | INT | |
| ١ | CENSUSLENRES | INT | |
| l | MARITALCODE | CHAR(1) | |
| l | PRESELDPARENT | CHAR(1) | |
| l | PRESCHILDREN | CHAR(1) | |
| l | HHCODE | CHAR(1) | |
| 1 | OWNRENTCODE | CHAR(1) | |
| l | CHILDOTO18 | INT | |
| | CHILDOTO3 | INT | |
| | CHILD4T06 | INT | |
| | CHILD7T09 | INT | |
| | CHILD10T012 | INT | |
| | CHILD13T018 | INT | |
| ı | <i>PSYCLE</i> | CHAR(2) | |

| FIG. 6B(1) FIG. 6B(2) | FIG. 6B(3) | FIG. 6B(4) |
|-----------------------|------------|------------|
|-----------------------|------------|------------|

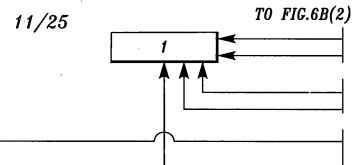
Fig. 6B

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y ..

| PGM1 | | |
|----------------------------|----------------------|--|
| | | |
| QUOTENUMBER APLANNAME | CHAR(20) CHAR(10) | |
| ADB | NUMERIC(15,2) | |
| APREM | NUMERIC(10,2) | |
| ATPREM | NUMERIC(10,2) | |
| ADURATION | INT | |
| AMED | CHAR(1) | |
| A2PLANNAME | CHAR(10) | |
| A2DB | NUMERIC(15,2) | |
| A2PREM | NUMERIC(10,2) | |
| A2TPREM | NUMERIC(10,2) | |
| A2DURATION | INT | |
| A2MED | INT | |
| BPLANNAME | CHAR(10) | |
| BDB | NUMERIC(15,2) | |
| BPREM | NUMERIC(10,2) | |
| BTPREM | NUMERIC (10,2) | |
| BDURATION | INT | |
| BMED | INT | |
| B2PLANNAME | CHAR(10) | |
| B2DB | NUMÈRIĆ(15,2) | |
| B2PREM | NUMERIC(10,2) | |
| B2TPREM | NUMERIC(10,2) | |
| B2DURATION | INT | |
| B2MED | INT | |
| CPLANNAME | CHAR(10) | |
| CDB | NUMERIČ(15,2) | |
| CPREM | NUMERIC(10,2) | |
| CTPREM | NUMERIC(10,2) | |
| CNTPREM | NUMERIC(10,2) | |
| CTNPREM | NUMERIC(10,2) | |
| CDURATION | INT | |
| CMED | INT | |
| C2PLANNAME | CHAR(10) | |
| C2DB | NUMERIC(15,2) | |
| C2PREM | NUMERIC(10,2) | |
| C2TPREM | NUMERIC(10,2) | |
| C2NTPREM | NUMERIC(10,2) | |
| C2TNPREM | NUMERIC(10,2) | |
| C2DURATION | INT | |
| C2MED | INT | |
| CMONEYBACK | NUMERIC(15,2) | |
| CMONEYWHEN | NUMERIC(15,2) | |
| CID | CHAR(20) | |
| PROGRAMNUMBER | INT | |
| RELATION | INT | |
| WAVE CTAPCET | INT | |
| CTARGET | NUMERIC(10,2) | |



| RESPO. | NSE |
|----------------------|----------|
| QUOTENUMBER | CHAR(20) |
| FNAME | CHAR(15) |
| LNAME | CHAR(15) |
| ADR1 | CHAR(30) |
| CITY | CHAR(20) |
| STATE | CHAR(2) |
| ZIP | CHAR(10) |
| DOB | DATETIME |
| GENDER | CHAR(1) |
| TOBUSE | CHAR(1) |
| <i>LASTTOBUSE</i> | CHAR(20) |
| WORKPHONE | CHAR(15) |
| HOMEPHONE | CHAR(15) |
| BESTTIME | CHAR(25) |
| MARRIED | CHAR(1) |
| SPFNAME | CHAR(15) |
| SPLNAME | CHAR(15) |
| SPD0B | DATETIME |
| SPGENDER | CHAR(1) |
| <i>SPTOBUSE</i> | CHAR(1) |
| <i>SPLASTTOBUSE</i> | CHAR(20) |
| SELAMOUNT | INT |
| SELPRODUCT | CHAR(10) |
| SPQUOTE | INT |
| REL | CHAR(20) |
| ADDFNAME | CHAR(15) |
| ADDLNAME | CHAR(15) |
| <i>ADDDOB</i> | DATETIME |
| ADDTOBUSE | CHAR(1) |
| <i>ADDLASTTOBUSE</i> | CHAR(20) |
| ADDQA1 | INT |
| ADDQA2 | INT . |
| ADDQA3 | INT |
| ADDQPROD1 | CHAR(10) |
| ADDGENDER | CHAR(1) |

Fig. 6B(1)

| 1 | <u> </u> | |
|------|--------------------|----------------|
| | PGM2 | |
| | QUOTENUMBER | CHAR(20) |
| | APLANNAME | CHAR(10) |
| | ADB | NUMERIĆ (15,2) |
| | APREM | NUMERIC (10,2) |
| | ATPREM | NUMERIC(10,2) |
| | AMED | CHAR(1) |
| | A2PLANNAME | CHAR(10) |
| | A2DB | NUMERIC(15,2) |
| | A2PREM | NUMERIC(10,2) |
| | A2TPREM | NUMERIC(10,2) |
| | A2MED | INT |
| | BPLANNAME | CHAR(10) |
| | BDB | NUMERIC(15,2) |
| | BPREM | NUMERIC (10,2) |
| | BTPREM | NUMERIC(10,2) |
| | BMED . | INT |
| | B2PLANNAME | CHAR(10) |
| | B2DB | NUMERIC(15,2) |
| | B2PREM | NUMERIC(10,2) |
| | B2TPREM | NUMERIC(10,2) |
| | B2MED | INT |
| | CPLANNAME | CHAR(10) |
| | CDB | NUMERIC(15,2) |
| | CPREM | NUMERIC(10,2) |
| | CTPREM | NUMERIC(10,2) |
| | CMED | INT |
| | C2PLANNAME | CHAR(10) |
| | C2DB | NUMERIC(15,2) |
| | C2PREM | NUMERIC(10,2) |
| | C2TPREM | NUMERIC(10,2) |
| | C2MED | INT |
| | CID | CHAR(10) |
| | PROGRAMNUMBER | INT |
| . 12 | RELATION | INT |
| | WAVE | INT |
| | CONTINUI | ED |

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|-------------------|------------------|--|--|
| PGM2 (CONTI | PGM2 (CONTINUED) | | |
| ACCIDDBAMT | NUMERIC(15,2) | | |
| ACCIDDBPREM1 | NUMERIC(10,2) | | |
| ACCIDDBPREM1 | NUMERIC(10,2) | | |
| CHILDRIDERAMT | NUMERIC(15,2) | | |
| CHILDRIDERPREM | NUMERIC(10,2) | | |
| M1APREM | NUMERIC(10,2) | | |
| M2APREM | NUMERIC(10,2) | | |
| M1BPREM | NUMERIC (10,2) | | |
| <i>M2BPREM</i> | NUMERIC(10,2) | | |
| M1CPREM | NUMERIC(10,2) | | |
| M2CPREM | NUMERIC(10,2) | | |
| <i>LOANAMOUNT</i> | NUMERIC (15,2) | | |
| COBORROWER | CHAR(10) | | |
| <i>LOANYEAR</i> | CHAR(4) | | |
| MIATPREM | NUMÈRÍC(10,2) | | |
| <i>M2ATPREM</i> | NUMERIC(10,2) | | |
| M1BTPREM | NUMERIC(10,2) | | |
| <i>M2BTPREM</i> | NUMERIC(10,2) | | |
| M1CTPREM | NUMERIC(10,2) | | |
| M2CTPREM | NUMERIC (10,2) | | |
| | | | |

Fig. 6B(2)

| QUOTENUMBER CHAR(20) APLANNAME CHAR(10) ADB NUMERIC(15,2) APREM NUMERIC(10,2) ATPREM NUMERIC(10,2) AMED CHAR(10) A2PLANNAME CHAR(10) A2DB NUMERIC(15,2) A2PREM NUMERIC(10,2) A2TPREM NUMERIC(10,2) A2MED INT BPLANNAME CHAR(10) BDB NUMERIC(10,2) BTPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BBPREM NUMERIC(10,2) BBPREM NUMERIC(10,2) BCPLANNAME CHAR(10) CPLANNAME CHAR(10) CPLANNAME CHAR(10) COB NUMERIC(10,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) | | | |
|--|--------------------|---------------|--|
| APLANNAME ADB ADB APREM APREM ATPREM AUMERIC(10,2) ATPREM A2PLANNAME A2PLANNAME A2PLANNAME A2PLANNAME A2PREM A2PREM AUMERIC(10,2) A2PREM A2PREM AUMERIC(10,2) A2TPREM AUMERIC(10,2) A2MED BPLANNAME BPLANNAME BPLANNAME BPREM BPREM BUMERIC(10,2) BTPREM BUMERIC(10,2) BTPREM BUMERIC(10,2) COB COPREM NUMERIC(10,2) COB COMBO INT COPLANNAME CHAR(10) COB CUMERIC(10,2) CUMED INT CUMERIC(10,2) CUMED INT CUMERIC(10,2) | PGM3 | | |
| ADB NUMERIC(15,2) APREM NUMERIC(10,2) ATPREM NUMERIC(10,2) AMED CHAR(1) A2PLANNAME CHAR(10) A2DB NUMERIC(15,2) A2PREM NUMERIC(10,2) A2TPREM NUMERIC(10,2) A2TPREM NUMERIC(10,2) BPLANNAME CHAR(10) BDB NUMERIC(10,2) BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BHED INT B2PLANNAME CHAR(10) B2DB NUMERIC(10,2) B2PREM NUMERIC(10,2) B2PREM NUMERIC(10,2) B2PREM NUMERIC(10,2) CPLANNAME CHAR(10) CDB NUMERIC(10,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) | QUOTENUMBER | CHAR(20) | |
| APREM NUMERIC(10,2) ATPREM NUMERIC(10,2) AMED CHAR(1) A2PLANNAME CHAR(10) A2DB NUMERIC(15,2) A2PREM NUMERIC(10,2) A2TPREM NUMERIC(10,2) A2MED INT BPLANNAME CHAR(10) BDB NUMERIC(15,2) BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BHED INT B2PLANNAME CHAR(10) B2DB NUMERIC(10,2) B2PREM NUMERIC(10,2) B2PREM NUMERIC(10,2) B2PREM NUMERIC(10,2) CPLANNAME CHAR(10) CDB NUMERIC(10,2) CTPREM NUMERIC(10,2) | | CHAR(10) | |
| ATPREM NUMERIC(10,2) AMED CHAR(1) A2PLANNAME CHAR(10) A2DB NUMERIC(15,2) A2PREM NUMERIC(10,2) A2TPREM NUMERIC(10,2) BPLANNAME CHAR(10) BDB NUMERIC(15,2) BTPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(10,2) B2PREM NUMERIC(10,2) B2PREM NUMERIC(10,2) B2PREM NUMERIC(10,2) CPLANNAME CHAR(10) CDB NUMERIC(10,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) | ADB | NUMERIĆ(15,2) | |
| AMED A2PLANNAME A2PLANNAME CHAR(10) A2DB NUMERIC(15,2) A2PREM NUMERIC(10,2) A2TPREM NUMERIC(10,2) BPLANNAME BPLANNAME BPLANNAME BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(10,2) B2PREM NUMERIC(10,2) B2PREM NUMERIC(10,2) B2PREM NUMERIC(10,2) CPLANNAME CHAR(10) CDB NUMERIC(10,2) CTPREM | APREM | NUMERIC(10,2) | |
| A2PLANNAME CHAR(10) A2DB NUMERIC(15,2) A2PREM NUMERIC(10,2) A2TPREM NUMERIC(10,2) A2MED INT BPLANNAME CHAR(10) BDB NUMERIC(15,2) BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) | ATPREM | NUMERIC(10,2) | |
| A2DB NUMERIC(15,2) A2PREM NUMERIC(10,2) A2TPREM NUMERIC(10,2) A2MED INT BPLANNAME CHAR(10) BDB NUMERIC(15,2) BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) CPLANNAME CHAR(10) CDB NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CZPLANNAME CHAR(10) C2DB NUMERIC(10,2) CZPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) | AMED | | |
| A2PREM NUMERIC(10,2) A2TPREM NUMERIC(10,2) A2MED INT BPLANNAME CHAR(10) BDB NUMERIC(15,2) BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) CPLANNAME CHAR(10) CDB NUMERIC(10,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CZPLANNAME CHAR(10) C2DB NUMERIC(10,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) | <i>A2PLANNAME</i> | | |
| A2TPREM NUMERIC(10,2) A2MED INT BPLANNAME CHAR(10) BDB NUMERIC(15,2) BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) CPLANNAME CHAR(10) CDB NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CZPLANNAME CHAR(10) C2DB NUMERIC(10,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) | | | |
| AZMED INT BPLANNAME CHAR(10) BDB NUMERIC(15,2) BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) CPREM CHAR(10) CDB NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CZPLANNAME CHAR(10) C2PLANNAME CHAR(10) C2PLANNAME CHAR(10) C2PLANNAME CHAR(10) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) | | | |
| BPLANNAME CHAR(10) BDB NUMERIC(15,2) BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2MED INT CPLANNAME CHAR(10) CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CZPLANNAME CHAR(10) C2DB NUMERIC(10,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) | | , , | |
| BDB NUMERIC(15,2) BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2MED INT CPLANNAME CHAR(10) CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CZPLANNAME CHAR(10) C2DB NUMERIC(10,2) C2PREM NUMERIC(10,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) | | | |
| BPREM NUMERIC(10,2) BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2MED INT CPLANNAME CHAR(10) CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CZPLANNAME CHAR(10) C2DB NUMERIC(10,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) | | | |
| BTPREM NUMERIC(10,2) BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2MED INT CPLANNAME CHAR(10) CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CZPLANNAME CHAR(10) C2DB NUMERIC(10,2) C2PREM NUMERIC(10,2) C2PREM NUMERIC(10,2) C2TPREM INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| BMED INT B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2MED INT CPLANNAME CHAR(10) CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CZPLANNAME CHAR(10) C2DB NUMERIC(10,2) C2PREM NUMERIC(10,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) | | | |
| B2PLANNAME CHAR(10) B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2MED INT CPLANNAME CHAR(10) CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CMED INT C2PLANNAME CHAR(10) C2PLANNAME CHAR(10) C2PREM NUMERIC(15,2) C2PREM NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | • | |
| B2DB NUMERIC(15,2) B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2MED INT CPLANNAME CHAR(10) CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CMED INT C2PLANNAME CHAR(10) C2DB NUMERIC(15,2) C2PREM NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| B2PREM NUMERIC(10,2) B2TPREM NUMERIC(10,2) B2MED INT CPLANNAME CHAR(10) CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CMED INT C2PLANNAME CHAR(10) C2DB NUMERIC(15,2) C2PREM NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| B2TPREM NUMERIC(10,2) B2MED INT CPLANNAME CHAR(10) CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CMED INT C2PLANNAME CHAR(10) C2DB NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| B2MED INT CPLANNAME CHAR(10) CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CMED INT C2PLANNAME CHAR(10) C2DB NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAYE INT | | | |
| CPLANNAME CDB CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CMED INT C2PLANNAME CHAR(10) C2DB NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT | | | |
| CDB NUMERIC(15,2) CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CMED INT C2PLANNAME CHAR(10) C2DB NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM CHAR(10) PROGRAMNUMBER INT RELATION INT WAYE INT | | | |
| CPREM NUMERIC(10,2) CTPREM NUMERIC(10,2) CMED INT C2PLANNAME CHAR(10) C2DB NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2MED INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | CHAR(10) | |
| CTPREM NUMERIC(10,2) CMED INT C2PLANNAME CHAR(10) C2DB NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2MED INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAYE INT | | | |
| CMED INT C2PLANNAME CHAR(10) C2DB NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2MED INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| C2PLANNAME CHAR(10) C2DB NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2MED INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| C2DB NUMERIC(15,2) C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2MED INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAYE INT | | | |
| C2PREM NUMERIC(10,2) C2TPREM NUMERIC(10,2) C2MED INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| C2TPREM NUMERIC(10,2) C2MED INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| C2MED INT CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| CID CHAR(10) PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| PROGRAMNUMBER INT RELATION INT WAVE INT | | | |
| RELATION INT WAVE INT | | | |
| WAVE INT | | | |
| | | | |
| | CONTIN | | |

| PGM3 (CO | NTINUED) |
|------------------|---------------|
| ACCIDDBAMT | NUMERIC(15,2) |
| ACCIDDBPREM1 | NUMERIC(10,2) |
| ACCIDDBPREM2 | NUMERIC(10,2) |
| WP1APREM | NUMERIC(10,2) |
| WP2APREM | NUMERIC(10,2) |
| WP1BPREM | NUMERIC(10,2) |
| WP2BPREM | NUMERIC(10,2) |
| WP1CPREM | NUMERIC(10,2) |
| WP2CPREM | NUMERIC(10,2) |
| REL | CHAR(10) |
| REL_NAME | CHAR(10) |
| WP1ATPREM | NUMÈRIC(10,2) |
| WP2ATPREM | NUMERIC(10,2) |
| WP1BTPREM | NUMERIC(10,2) |
| WP2BTPREM | NUMERIC(10,2) |
| WP1CTPREM | NUMERIC(10,2) |
| WP2CTPREM | NUMERIC(10,2) |
| | · |

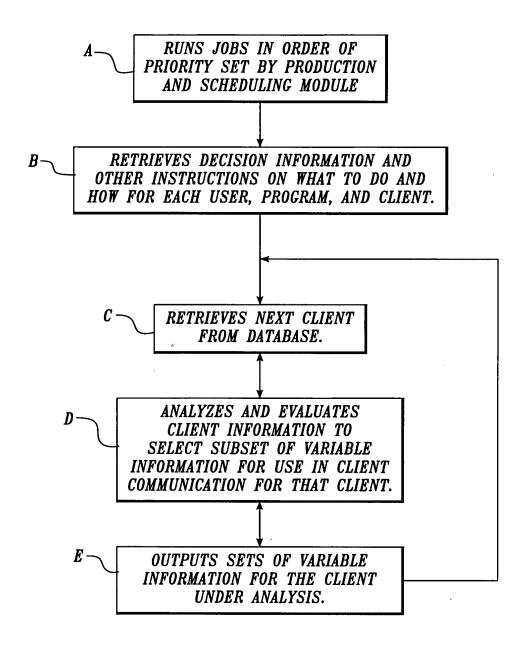
Fig. 6B(3)

| PGM4 | |
|------------------------|---------------------|
| QUOTENUMBER | CHAR(20) |
| APLANNAME | CHAR(10) |
| ADB | NUMERIC(15,2) |
| APREM | NUMERIC(10,2) |
| ATPREM | NUMERIC(10,2) |
| AMED | CHAR(1) |
| A2PLANNAME | CHAR(10) |
| A2DB | NUMÈRIĆ(15,2) |
| A2PREM | NUMERIC(10,2) |
| A2TPREM | NUMERIC(10,2) |
| A2MED | INT |
| BPLANNAME | CHAR(10) |
| BDB | NUMERIC(15,2) |
| BPREM | NUMERIC(10,2) |
| BTPREM | NUMERIC(10,2) |
| BMED | INT |
| B2PLANNAME | CHAR(10) |
| B2DB | NUMERIC(15,2) |
| B2PREM | NUMERIC(10,2) |
| B2TPREM | NUMERIC(10,2) |
| B2MED | INT |
| CPLANNAME | CHAR(10) |
| CDB | NUMERIC(15,2) |
| CPREM | NUMERIC(10,2) |
| CTPREM | NUMERIC(10,2) |
| CMED | INT |
| C2PLANNAME | CHAR(10) |
| C2DB | NUMÈRIĆ(15,2) |
| C2PREM | NUMERIC(10,2) |
| COVER | NUMERIC(10,2) |
| C2MED SPAPLANNAME | INT |
| SPAPLANNAME SPADB | CHAR(10) |
| SPAPREM | NUMERIC(15,2) |
| SPATPREM | NUMERIC(10,2) |
| SPAMED | NUMERIC(10,2) |
| SPA2PLANNAME | CHAR(1) CHAR(10) |
| SPA2DB | NUMERIC(15,2) |
| SPA2PREM | NUMERIC(10,2) |
| SPA2TPREM | NUMERIC(10,2) |
| SPA2MED | INT |
| | |
| CONTINUED | |

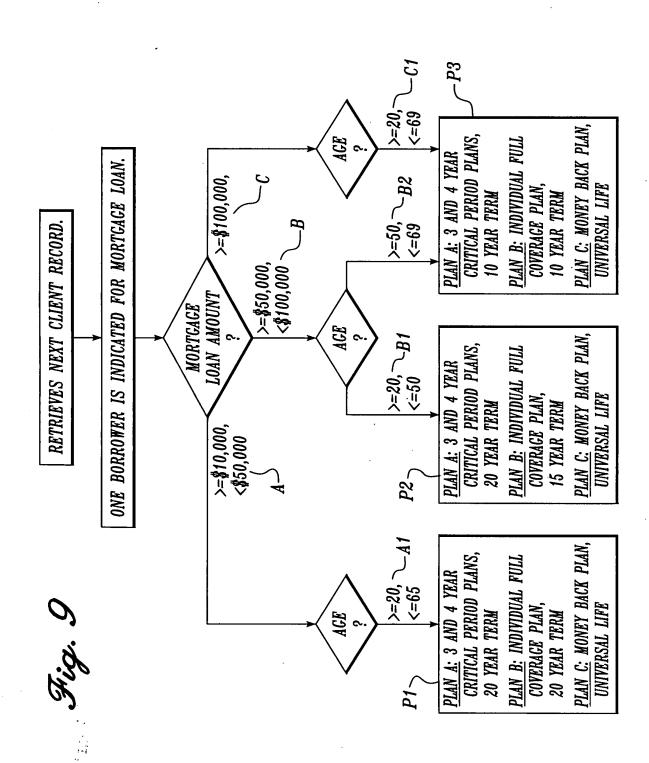
| PGM4 (CONTINUED) | |
|-------------------------|--------------------------------|
| SPBPLANNAME | CHAR(10) |
| SPBDB | NUMÈRIĆ(15,2) |
| SPBPREM | NUMERIC(10,2) |
| SPBTPREM | NUMERIC(10,2) |
| SPBMED | INT |
| SPB2PLANNAME | CHAR(10) |
| SPB2DB | NUMERIC(15,2) |
| SPB2PREM | NUMERIC(10,2) |
| SPB2TPREM | NUMERIC(10,2) |
| SPB2MED | INT |
| SPCPLANNAME | CHAR(10) |
| SPCDB | NUMERIC(15,2) |
| SPCPREM | NUMERIC(10,2) |
| SPCTPREM | NUMERIC(10,2) |
| SPCMED | INT |
| SPC2PLANNAME | CHAR(10) |
| SPC2DB | NUMERIC(15,2) |
| SPC2PREM | NUMERIC(10,2) |
| SPC2TPREM | NUMERIC(10,2) |
| SPC2MED | INT |
| CID | CHAR(10) |
| PROGRAMNUMBER | INT |
| RELATION | INT |
| WAVE | INT |
| ACCIDDBAMT ACCIDDBPREM1 | NUMERIC(15,2) |
| ACCIDDBPREM1 | NUMERIC(10,2) |
| WP1APREM | NUMERIC(10,2) NUMERIC(10,2) |
| WP2APREM | NUMERIC(10,2) |
| WP1BPREM | NUMERIC(10,2) |
| WP2BPREM | NUMERIC(10,2) |
| WP1CPREM | NUMERIC(10,2) |
| WP2CPREM | NUMERIC(10,2) |
| REL | CHAR(10) |
| REL_NAME | CHAR(10) |
| WP1ATPREM | NUMERIC(10,2) |
| WP2ATPREM | NUMERIC(10,2) |
| WP1BTPREM | NUMERIC(10,2) |
| WP2BTPREM | NUMERIC(10,2) |
| WP1CTPREM | NUMERIC(10,2) |
| WP2CTPREM | NUMERIC(10,2) |
| OOM | CHAR(20) |

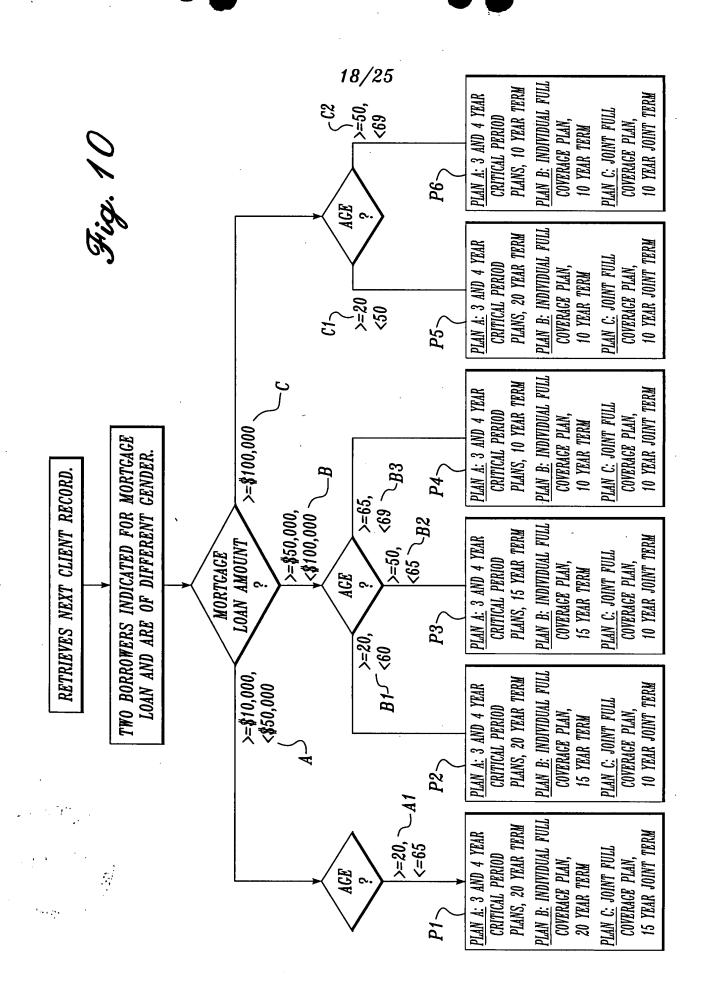
Fig. 6B(4)

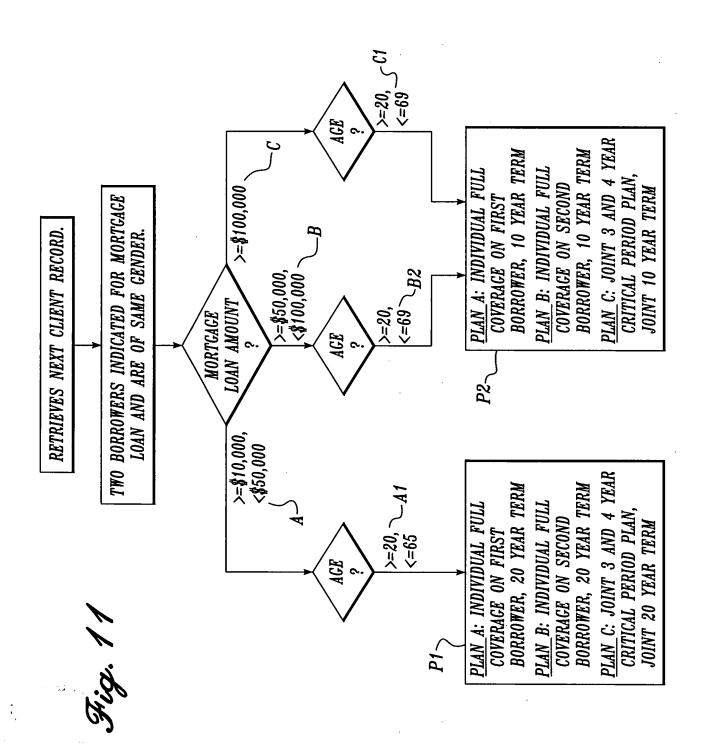
PROCESSOR MODULE

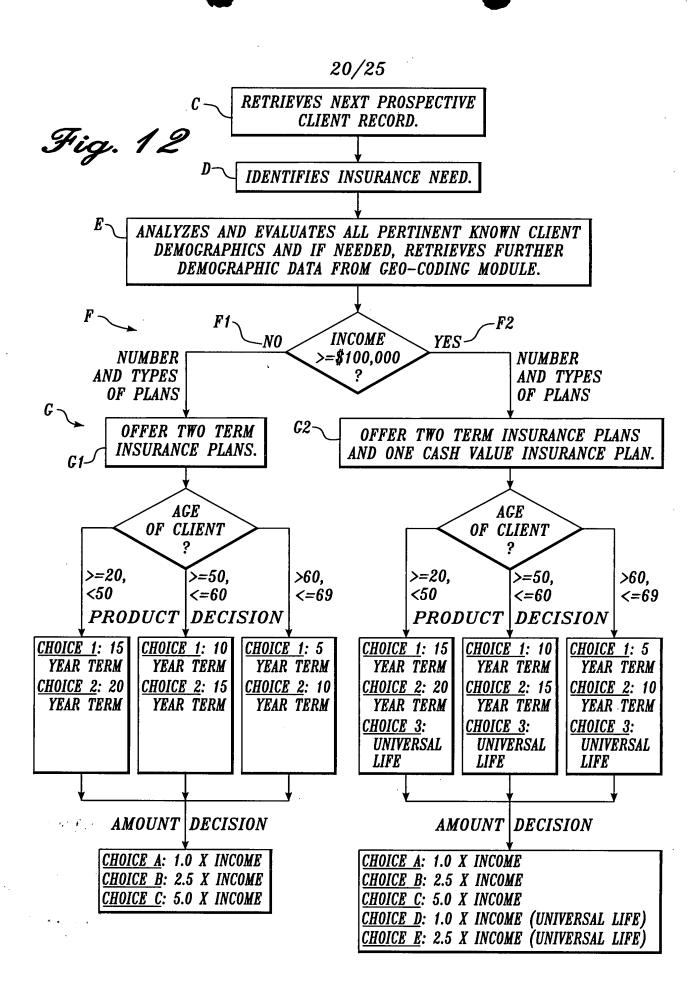


16/25 PROCESSOR MODULE Fig. 8 RUNS JOBS IN ORDER OF PRIORITY SET BY PRODUCTION AND SCHEDULING MODULE RETRIEVES DECISION INFORMATION AND B-OTHER INSTRUCTIONS ON WHAT TO DO AND HOW FOR EACH USER, PROGRAM, AND CLIENT. RETRIEVES NEXT CLIENT RECORD FROM CLIENT DATABASE. IDENTIFIES INSURANCE NEED. ANALYZES AND EVALUATES CLIENT DATA, D2INCLUDING DEMOGRAPHIC INFORMATION. DECIDES ON NUMBER AND TYPES ANALYZES PAST D3-OF PLAN(S) TO OFFER CLIENT. OR CURRENT BASED ON D1 AND D2 ABOVE. PERFORMANCE OF SALES PROGRAM(S). SELECTS PRODUCT(S) TO FIT EACH PLAN OFFERED. D4-BASED ON D1, D2, AND D3 ABOVE (UNLIMITED NUMBER OF POLICIES OR CARRIERS CAN BE USED) OPTION A OPTION B PRODUCT AND/OR MULTIPLE PRODUCT CARRIER SPECIFIC. AND/OR CARRIER ANALYSIS AND EVALUATION BASED ON POLICIES NET COST AND/OR OTHER SELECTION CRITERIA. $D5^{\cdot}$ DECIDES ON EXACT AMOUNT(S) OF COVERAGE TO OFFER FOR EACH PLAN. BASED ON D1, D2, D3, AND D4 ABOVE.

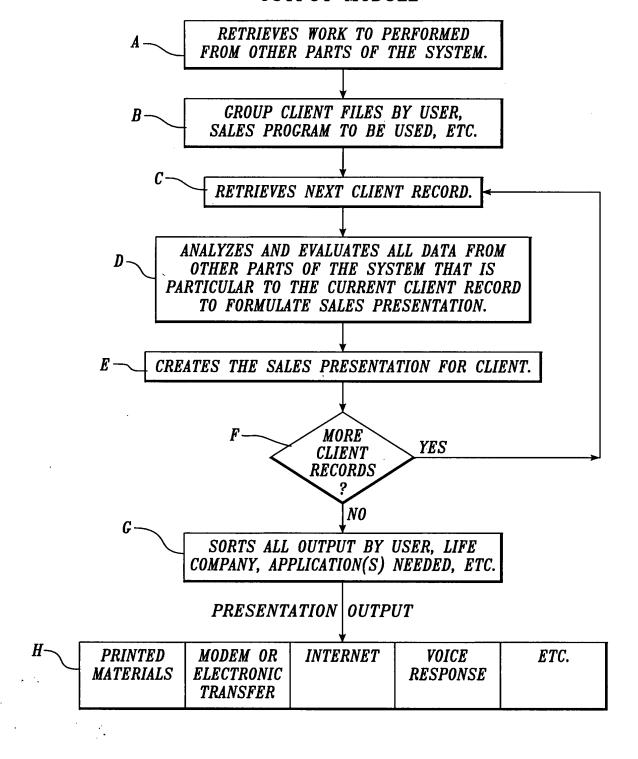




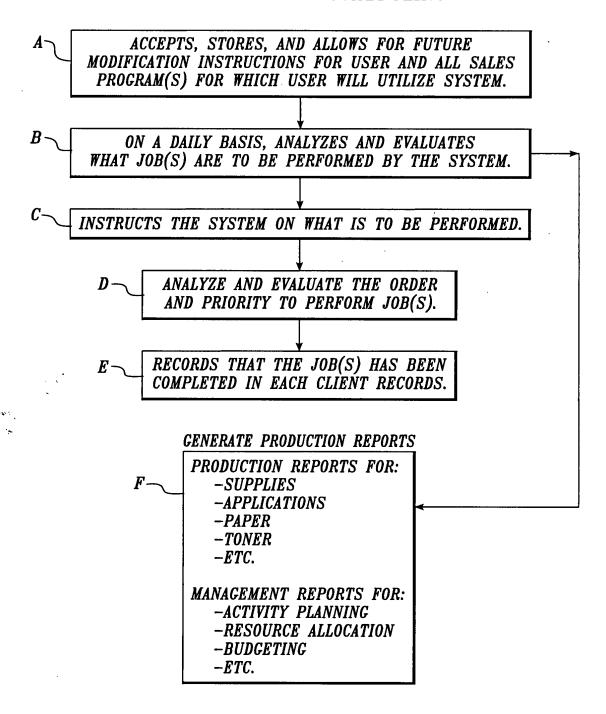




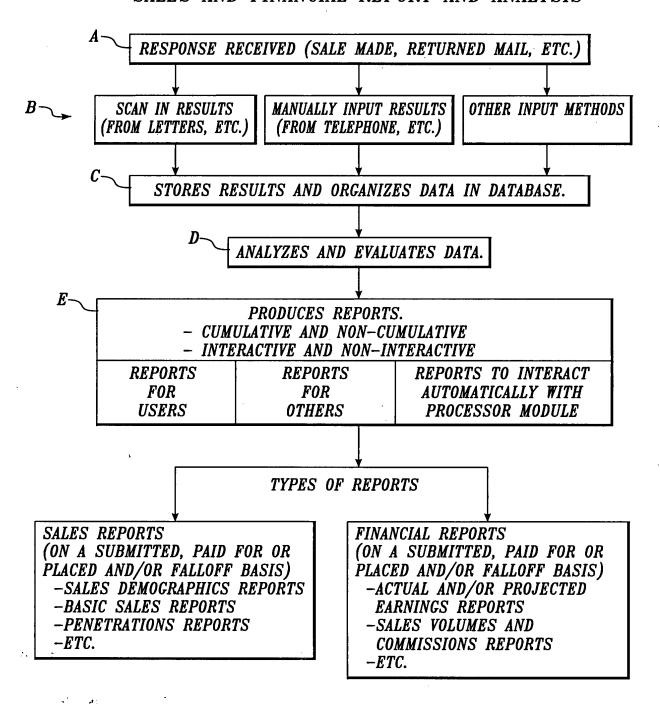
OUTPUT MODULE



PRODUCTION AND SCHEDULING

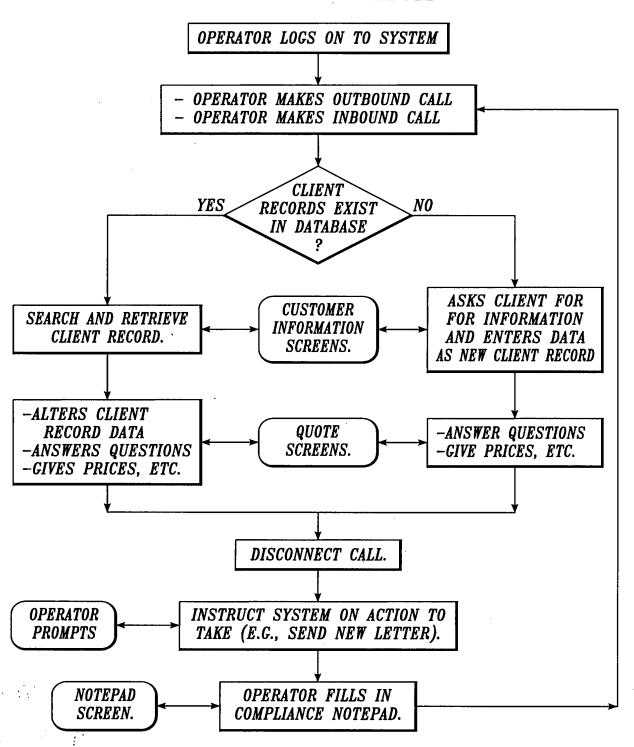


SALES AND FINANCIAL REPORT AND ANALYSIS



24/25

TELEMARKETING MODULE







25/25 NEW BUSINESS PROCESSING MODULE

